

**BEFORE THE PUBLIC UTILITIES
COMMISSION OF THE STATE OF CALIFORNIA**



FILED

12/30/19
04:59 PM

A1912014

In the matter of the Application of ABIANO LIMOUSINE, LLC, for passenger stage authority under Section 1031, et. seq., of the California Public Utilities Code, to transport tourists and residents, on an on-call, inter/intra county fare basis, between points in the counties of San Francisco, Santa Clara, Alameda, Contra Costa, Marin County, Napa, Sonoma, Sacramento, on the other hand; and to establish a Zone of Rate Freedom (ZORF) under Section 454.2, et. Seq., of the PU Code.

APPLICATION No.: _____

APPLICATION FOR PASSENGER STAGE AUTHORITY

PART 2 OF 2 PARTS

APPLICANT	CONSULTANT
ABIANO LIMOUSINE, LLC Attn: Edwin Abiano, Member/CEO 18 SEAMAST PASSAGE CORTE MADERA, CA 94925 T-415-250-2650 eddy@abianoenterprises.com	Ebi Esule, Consultant dba: TransportationInformation.com 1615 N. Wilcox Ave., #1789 Los Angeles, CA 90028 T-323-498-5070 info@transportationinformation.com

EXHIBIT-C

Proposed:

❖ FARES

PROPOSED SERVICE AREA and FARES (COUNTY-TO-COUNTY)

Abiano Limousine, LLC Proposed Service Area and Adult, Round-trip, Fares

COUNTIES	San Francisco	Santa Clara	Alameda	Contra Costa	Napa	Sonoma	Marin County	Sacramento
San Francisco	15	50	50	50	50	50	50	70
Santa Clara	50	15	50	50	50	50	50	70
Alameda	50	50	15	50	50	50	50	70
Contra Costa	50	50	50	15	50	50	50	70
Napa	50	50	50	50	15	50	50	70
Sonoma	50	50	50	50	50	15	50	70
Marin County	50	50	50	50	50	50	15	70
Sacramento	70	70	70	70	70	70	70	15

SERVICE TO/FROM Points of interest, including, but not limited to "Levi's Stadium, Shoreline Amphitheater, SAP Center San Jose, Oracle Arena, Greek Theater Berkeley, Fox Theater Oakland, Chase Center, Oracle Park, Golden Gate Park, Napa Valley Expo, Frost Amphitheater, Concord Pavilion, Toyota Amphitheater, Golden 1 Center" within the geographical boundaries of the following counties:

San Francisco, Santa Clara (San Jose, Mountain View, Santa Clara, Palo Alto),
Alameda (Berkeley, Oakland), **Contra Costa** (Concord), **Marin, Napa, Sonoma,**
Sacramento

EXHIBIT-D

❖ MAP

- **of the Proposed Service Area**

ABIANO LIMOUSINE, LLC - proposed Bay-Area Service Area Map



EXHIBIT-E

❖ BALANCE SHEET

ABIANO LIMOUSINE, LLC
Balance Sheet
(for founding member/owners family)
December, 20, 2019

ASSETS

CURRENT ASSETS

CASH ON HAND	\$	68,000.00	
SAVINGS	\$	25,000.00	
STOCKS	\$	150,000.00	
NOTES RECEIVABLE	\$	-	
TOTAL			<u>\$ 243,000.00</u>

FIXED ASSETS

AUTOMOBILE	\$	256,000.00	
FURNITURE	\$	25,000.00	
OFFICE EQUIPMENT	\$	-	
COMPUTERS	\$	18,000.00	
REAL ESTATE	\$	1,550,000.00	
TOTAL			<u>\$ 1,849,000.00</u>
TOTAL ASSETS			<u>\$ 2,092,000.00</u>

LIABILITIES

MORTGAGE	\$	275,000.00	
MISCELLANEOUS	\$	10,000.00	
TOTAL			<u>\$ 285,000.00</u>
TOTAL LIABILITIES			<u>\$ 285,000.00</u>

NET WORTH			<u>\$ 1,807,000.00</u>
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(unaudited)

EXHIBIT-F

❖ “PRO FORMA ANNUAL INCOME and EXPENSE STATEMENT”

ABIANO LIMOUSINE, LLC

PRO FORMA PROJECTED ANNUAL INCOME AND EXPENSE STATEMENT

(Projections Based on 3 25-Passenger Buses)

"On-Call, Door-To-Service"

Items Per PUC

1	70,125	<u>TOTAL BUS MILES</u> (Ref: PU Code Section 226) 3 buses operating 1 round-trip/bus/day, traveling 85 miles per round-trip, operating 275 days per year (3 buses x 1 rt/day x 85 miles x 275 days/yr) (3 1 85 275) =	70,125
2	18,975	<u>TOTAL PASSENGERS</u> Assuming 23 passengers per bus per roundtrip x 3 buses x 1 round-trip/day x 275 days/yr (i.e., 23 passengers x 3 buses x 1 round-trip x 275 days/yr) = (3 23 1 275)	
3	431,681	<u>PASSENGER MILES</u> (Ref: PU Code Sec. 226) Assuming Total Passenger Distribution is as follows: 50% travels 10 miles := 0.50 18,975 10 94,875 45% travels 30 miles := 0.45 18,975 30 256,163 5% travels 85 miles := 0.05 18,975 85 80,644	
4	\$ 635,662.50	<u>COMMON CARRIER PASSENGER OPERATING REVENUES (Ref: PU Code Sec. 226)</u> Assuming Passenger-Fare per roundtrip Distributed as Follows: 50% pays \$15.00 0.50 18,975 \$ 15 \$ 142,313 45% pays \$50.00 0.45 18,975 \$ 50 \$ 426,938 5% pays \$70 0.05 18,975 \$ 70 \$ 66,413	
5	\$ 55,000.00	<u>CHARTER REVENUES</u>	
6	None	<u>BAGGAGE AND EXPRESS REVENUES</u>	
7	None	<u>OTHER REVENUES</u>	
8	\$ 690,662.50	<u>TOTAL OPERATING REVENUES</u>	
9 Thru 13	\$ 8,976.00	<u>EQUIPMENT REPAIRS AND MAINTENANCE</u> Normal servicing and repair work, including tires, cleaning, lubrication, shocks, electrical and all repairs except rebuilding of engines and transmissions are estimated @ \$0.10/mile (labor and parts): labor is budgeted in item 20. (\$ 0.10 70,125) \$ 7,013 Assuming transmission needs to be rebuilt after 100,000 miles, the cost to rebuild transmission is estimated @ \$400.00 or \$0.008/mile. (\$ 0.008 70,125) \$ 561 Engine will be rebuilt after 150,000 miles @ \$1,500 or \$0.02/mile. (\$0.02 70,125) \$ 1,403	
14	None	<u>TRANSPORTATION SUPERVISING AND DISPATCHING</u> These duties will be performed by Owners of the company (see #35)	
15	\$ 127,132.50	<u>DRIVER WAGES AND BONUSES (Commission)</u>	

ABIANO LIMOUSINE, LLC

Officers and employees-drivers estimated @ 20% of Total (Gross) Revenue)
(0.20 \$ 635,663)

16	\$	18,700.00	<u>FUEL AND OIL</u> Assuming 15 mpg @ \$4.00/gal = (Total Annual Miles/15mpg) x \$4/gal (70,125 15 4,675 \$ 4.00)	
17	\$	14,500.00	<u>MISCELLANEOUS</u> Includes uniforms, destination signs, first aid, etc. 10 two-way radios/phones plus base station (cost and maintenance) =	\$ 12,000 \$ 2,500
18		5,000	<u>TOLLS AND PARKING</u>	
19	\$	174,308.50	<u>TOTAL TRANSPORTATION EXPENSES</u> <i>Items 9 thru 18</i>	
20	\$	22,050.00	<u>STATION EMPLOYEE WAGES AND BONUSES</u> One (1) mechanic @ \$1,800 per month salary including taxes: (1 \$ 1,800 12) = \$ 21,600 One week vacation allowance of = \$ 450	
21	\$	12,713.25	<u>COMMISSIONS PAID TO OTHERS</u> Assuming 20% of tickets are sold through hotels and travel agencies who are paid 10% commission (i.e., .20 x Total Revenues x .10) = (0.20 \$ 635,663 0.10)	
22	\$	4,500.00	<u>OTHER STATION EXPENSES</u>	
23	\$	39,263.25	<u>TOTAL STATION EXPENSES</u> <i>(Sum of items (20,21,22))</i>	
24	None		<u>TRAFFIC MANAGER AND PROMOTER</u> These duties will be performed by officers and employees until it becomes necessary to employ others.	
25	\$	7,500.00	<u>PRINTING TICKETS, TARIFFS AND SCHEDULES</u>	
26	\$	80,000.00	<u>ADVERTISING</u>	
27	\$	4,500.00	<u>OTHER TRAFFIC EXPENSES - MISC.</u>	
28	\$	92,000.00	<u>TOTAL TRAFFIC EXPENSES</u>	
29	\$	21,800.00	<u>PL & PD INSURANCE</u> A. Liability Insurance: \$4,500/vehicle/yr x 3 vehicles = (\$4,500 3 buses) B. Comprehensive and Collision @ \$600/vehicle/yr = (\$600 3)	\$ 13,500 \$ 1,800

ABIANO LIMOUSINE, LLC

			C. General Liability Insurance, \$4,500/yr.		\$	4,500
			D. Equipment Insurance = \$2,000/yr.		\$	2,000
30	\$	25,426.50	<u>WORKMAN'S COMPENSATION INSURANCE</u>			
			Drivers @ \$0.20 per \$1.00 actual payroll =			\$ 25,426.50
			(\$0.20 \$1.00 \$ 127,133)			
			Station Employee @ \$0.1141 per \$1.00 payroll =	\$	22,050 0.114	\$ 2,515.91
			(this is included in item #20)			
			Dispatcher/Reservationist @ \$0.004 per \$1.00 payroll =			\$ 729.04
			(included in item #14)	\$	26,200 0.004	\$ 104.80
			General Office Employee @ \$0.004 per \$1.00 payroll =			\$ 355.00
			(included in item #36)	\$	22,400 0.004	\$ 89.60
31	included in #29		<u>BAGGAGE AND EXPRESS INSURANCE</u>			
32	included in #29		<u>FIRE AND THEFT INSURANCE</u>			
33	\$	2,500.00	<u>OTHER INSURANCE AND LOSSES AND DAMAGE</u>			
34	\$	49,726.50	<u>TOTAL INSURANCE EXPENSES</u>			
			(items 29, 30, 31, 32, 33)			
35	\$	26,200.00	<u>SUPERVISOR AND GENERAL OFFICE SALARIES</u>			
			Owners will perform duties (+ 1 person at \$2,100 per month salary including taxes)			
			and benefits =	1	\$ 2,100.00	12 \$ 25,200
			Two week vacation allowance =			\$ 1,000
36	\$	22,400.00	<u>GENERAL OFFICE EMPLOYEE WAGES</u>			
			1 person working 8 hours/day @ \$10.00 per hour: a \$10.00 cost to company			
			(1 8 275 \$ 10)			\$ 22,000
			One week vacation allowance =			\$ 400
37	\$	3,500.00	<u>LEGAL EXPENSES</u>			
38	\$	2,500.00	<u>ACCOUNTING AND AUDITING EXPENSES</u>			
			This allowance is in addition to work done by general office employees.			
39	\$	2,400.00	<u>OFFICE SUPPLIES, STATIONARY, POSTAGE</u>			
			Estimated at \$150/month	(\$ 200	12)	
40	\$	14,400.00	<u>UTILITIES</u>			
			Including telephone costs estimated at \$1200/month			
			= (12 \$ 1,200)			
41	\$	2,100.00	<u>EMPLOYEE WELFARE</u>			
			The bulk of this cost is included in items 14, 15, 20, 30 and 36.			
42	\$	24,370.78	<u>REGULATORY FEES</u>			
			A. Commissions to Airports @ \$2.25/trip x total of 15 trips per day			
			x 365 days = (\$2.25 20 365)			\$ 16,425
			B. Commissions to PUC 0.25% of total (gross) revenue =			\$ 1,589
			(0.0025 \$ 635,663)			
			C. Commissions to other agencies and airports estimated at			
			1% of total (gross) revenue =	0.01	\$ 635,663	\$6,357

ABIANO LIMOUSINE, LLC

43	\$	97,870.78	<u>TOTAL ADMINISTRATION AND GENERAL EXPENSES</u> Items 35 thru 42 = ()
44	None		<u>BUILDING DEPRECIATION</u> See item 55
45	\$	30,000.00	<u>VEHICLE DEPRECIATION</u> Each bus costs \$60,000 new and can be sold at \$10,000 after 5 years of usage; i.e., \$50,000/5yr = \$10,000/yr/vehicle \$5,000/yr/vehicle x3 vehicles = (\$ 10,000 3 buses)
46	\$	500.00	<u>OTHER DEPRECIATIONS</u>
47	\$	1,000.00	<u>DEPRECIATION ADJUSTMENT</u>
48	\$	31,500.00	<u>TOTAL DEPRECIATION</u>
49	None		<u>FUEL & OIL TAXES</u> Included in item 16
50	\$	1,500.00	<u>VEHICLE LICENSE AND REGISTRATION</u> Approximate weight, registration and license fee at \$500/bus = (\$500 3 buses)
51	\$	2,000.00	<u>PROPERTY TAXES</u>
52	\$	1,550.00	<u>OTHER TAXES</u>
53	\$	5,050.00	<u>TOTAL OPERATING TAXES</u> Items 49 thru 52
54	\$	900.00	<u>RENT FOR EQUIPMENT</u> Station and office equipment at \$100/month = (\$ 75 12)
55	\$	8,400.00	<u>RENT FOR LAND AND STRUCTURES</u> Estimated at \$700/month for office and station rents = (12 \$ 700)
56	None		<u>RENT FOR OTHER ITEMS AND FACILITIES</u>
57	\$	9,300.00	<u>TOTAL OPERATING RENTS - DEBITS</u> Items 54 thru 56 = ()
58	\$	19,800.00	<u>LEASE FOR BUSES AND EQUIPMENT</u> 3 one-year-old buses acquired at approximately \$18,000 each. Required monthly payment @ \$550/bus for 3 buses for 12 months = (3 \$ 550 12)
59	None		<u>RENT FROM LAND AND STRUCTURES</u>

ABIANO LIMOUSINE, LLC

60	None	<u>RENT FROM OTHER ITEMS AND FACILITIES</u>	
61	None	<u>TOTAL OPERATING RENTS - CREDIT</u>	
62	\$ 29,100.00	<u>NET OPERATING RENT</u>	
63	\$ 553,895.03	<u>TOTAL OPERATING EXPENSES</u>	
		13	\$ 8,976
		19	\$ 174,309
		23	\$ 39,263
		28	\$ 92,000
		34	\$ 49,727
		35	\$ 26,100
		43	\$ 97,871
		48	\$ 31,500
		53	\$ 5,050
		62	\$ 29,100
64	\$ 136,767.47	<u>OPERATING INCOME</u>	
			\$ 690,663
			\$ 553,895
65	None	<u>OTHER NON-OPERATING INCOME</u>	
66	None	<u>INTEREST EXPENSES</u>	
67	None	<u>OTHER INCOME DEDUCTIONS</u>	
68	None	<u>TOTAL INCOME DEDUCTIONS</u>	
69	None	<u>NON-OPERATING EXPENSES</u>	
70	\$ 136,767.47	<u>OPERATING AND NON-OPERATING INCOME</u>	
71	\$ 55,389.50	<u>DOWNTIME AND HIDDEN COSTS</u>	
		Estimated at 10% of total operating expenses =	\$55,390
		(0.10 \$ 553,895)	
72 & 73	Unknown	<u>CALIFORNIA FRANCHISE TAX, FEDERAL TAX AND TOTAL TAX</u>	
74	\$ 81,377.97 (before taxes)	<u>NEW INCOME</u>	

EXHIBIT-G

Certificate of Service by mail of
“NOTICE” of the filing the Application

CERTIFICATE OF SERVICE OF "NOTICE"

I am a permanent legal resident of the United States of America, over the age of eighteen and am a resident of Los Angeles County. My business address is at:

1615 N. Wilcox Ave., #1789, Los Angeles
CA 90028. On the 26th day of
December 2019, I served, in accordance with Rule 3.3(b) of the Rules of

Practice and Procedure of the California Public Utilities Commission, the enclosed Notice of the filing of this Application on the following named entities by depositing copies of the same, enclosed in sealed envelopes with postage thereon, fully prepaid, in the United States Mail at Los Angeles, California, as follows:

Santa Clara County
 Attn: County Clerk-Recorder
 70 West Hedding Street, (at 1st. Street)
 San Jose, CA 95110

San Mateo County
 Attn: County Clerk
 555 County Center, First Floor
 Redwood City, CA 94063-1665

Alameda County
 Attn: Clerk-Recorder's Office
 1106 Madison Street
 Oakland, CA 94607

Contra Costa County
 Attn: County Clerk-Recorder
 P.O. Box 350
 Martinez, CA 94553

Office of the County Clerk
 City and County of San Francisco
 City Hall, Room 168
 1 Dr. Carlton B. Goodlett Place
 San Francisco, CA 94102-4678

Marine County
 Attn: County Clerk
 3501 Civic Center Drive, Room 234
 San Rafael, CA 94903

Sacramento County
 Attn: County Clerk/Recorder
 P.O. Box 839
 Sacramento, CA 95812-0839

Recorder - County Clerk
 Director: John Tuteur
 1127 1st St., Ste A.
 Napa, CA 94559

Sonoma County
 Attn: County Clerk-Recorder Office
 585 Fiscal Drive, Room 103
 Santa Rosa, CA 95403

By: _____

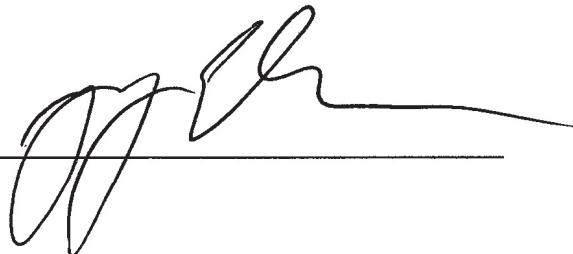


EXHIBIT-H

CERTIFICATE OF SERVICE by mail of
“COPY” of the Application

CERTIFICATE OF SERVICE OF COPY

I am a permanent legal resident of the United States of America, over the age of eighteen and am a resident of Los Angeles County. My business address is

at 1615 N. Wilcox Ave., #1789
Los Angeles, CA 90028

On the 26th day of December 2019, I forwarded a conformed copy of this Application to the following named persons by depositing copies of the same, enclosed in sealed envelopes with postage thereon, fully prepaid, in the United States Mail at Los Angeles, California, as attached.

Transit Director
Bay Area Rapid Transit District (BART)
P.O. Box 12688
Oakland CA 94604-2688

San Mateo County Transit District - Sam Trans
Attn: General Manager
1250 San Carlos Ave.
San Carlos, CA 94070

Contra Costa Transportation Authority
Attn: Transit Director
2999 Oak Road, Suite 100
Walnut Creek, CA 94597

Santa Clara Valley Transportation Authority
Attn: Transit Director
3331 North First Street
San Jose, CA 95134

SFMTA
Attn: Transit Director
One South Van Ness Avenue, 7th Floor
San Francisco, CA 94103

Transportation Authority of Marin
Attn: Executive Director
781 Lincoln Avenue, Suite 160
San Rafael, CA 94901

Sacramento Transit Authority (STA)
Attn: The Director
431 I Street, Suite 106
Sacramento, California 95814

San Francisco County
Transportation Authority / SFCTA
Attn: Tilly Chang, Executive Director
1455 Market St., 22nd Floor
San Francisco CA 94103

NAPA Valley Transit Authority
Attn: Transit Director
625 Burnell Street
Napa, CA 94559-3420

By: 